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DRAFT¹

FINANCE AND SUSTAINABILITY PLAN

DRAFT¹

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PURPOSE

This report provides a complete sustainability plan encompassing the recommendations of the Finance and Sustainability Advisory Committee. It includes:

1. Exchange expenditures with the understanding that updates will be provided as better estimates become available.
2. Long-term revenues to maintain and sustain the Exchange based on a per member per month assessment on carriers based on enrollment within the Exchange, offset by the following supplementary sources of revenue:
 - a. A General Fund appropriation in an amount equal to 25% of the estimate increase in premium tax revenue created by insuring through the Exchange those who are currently uninsured
 - b. Charging user fees for standalone dental products
 - c. Charging user fees for standalone vision products
 - d. Offering advertising on the web portal

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¹ This Finance and Sustainability Plan must be approved by the Board.

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ENROLLMENT

The budget was designed to provide an illustration of the change in costs, revenues and rates and is heavily dependent on accurate enrollment assumptions. Enrollment is based on a report compiled by Thompson Reuters for Nevada and adjusted in consultation with the Department of Health and Human Services. However, the process of coordinating enrollment assumptions with the Department of Health and Human Services is ongoing. It is the goal of both agencies to submit budgets with consistent demographic data. Therefore, enrollment data found in this report is subject to change. Staff will update the enrollment estimates found in this report and include them in the Agency Request Budget.

Exchange enrollment is affected by the decision to expand Medicaid eligibility. Should the State of Nevada determine that Medicaid eligibility should be expanded to 138% of the Federal Poverty Level (FPL), the lower income threshold for Exchange eligibility will be 138% FPL. If the State of Nevada does not expand Medicaid eligibility, the lower income threshold for Exchange eligibility will be 100% FPL and Exchange enrollment will increase. Figure 1 shows the estimated enrollment by Calendar Year (CY) for both income thresholds.

Figure 1: Estimated enrollment by calendar year with lower Exchange eligibility thresholds at 138% FPL and 100% FPL

	2014	2015	2016	2017	2018	2019	2020	2021
138% FPL	145,000	183,000	200,000	202,000	202,000	203,000	203,000	205,000
100% FPL	119,000	152,000	169,000	172,000	173,000	174,000	175,000	177,000

It should be noted that the decision to expand Medicaid eligibility is beyond the purview of the Exchange Board.

ENROLLMENT VOLATILITY

As discussed later in this report, the Exchange intends to charge fees based on enrollment within the Exchange. One concern about charging only enrollment within the Exchange is the potential volatility of enrollment and the potential for financial difficulties if enrollment projections are not accurate. The Exchange must charge fees that cover its expenses. Fixed costs must be divided by estimated enrollment. If actual enrollment is less than total enrollment, the Exchange will experience a deficit.

There is, of course, no historical data to suggest what enrollment in the Exchange might be. All enrollment estimates are based on expected populations and uptake² estimates. It should be noted that uptake estimates among various groups are drastically different. The difficulty in estimating enrollment could result in drastically different rates required to fund the Exchange. For example, the Congressional Budget Office indicated that expected uptake in 2014 is 29.0% of the total number of uninsured while the Centers for Medicare and Medicaid Services (CMS) Office of the Actuary estimated uptake would be 77.0%. If the Exchange were to base its estimates based on the CMS estimates, but enrollment was significantly lower, the Exchange would not generate enough funds to cover its expenses.

EXPENDITURES

The budget was designed to provide an illustration of the change in costs. The expenditures were prepared using current State of Nevada cost schedules with no increases for inflation.

Additionally, the expenditures were determined using the following assumptions:

² Uptake is the percent of individuals that are estimated to enroll in coverage out of the entire eligible population.

- Salaries were based on the staffing plan approved by the Board on March 8, 2012. Salary expenses include benefits for a total of 11 full time employees (FTEs) for Fiscal Year 2013 and 13 FTEs for later fiscal years. It should be noted that the major salary costs of some state exchanges include development and call center costs. For instance, the State of Oregon has already hired 50 employees and expects to grow to over 150 employees because it is designing and writing the code for the IT component and is including the call center in-house. However, the State of Colorado, like Nevada, is outsourcing the Design, Development and Implementation (DD&I) of the Software as a Solution (SaaS) components as well as the call center and will therefore likely have similar staffing levels.
- Out of State Travel is based on approximately 20 trips per year in Fiscal Years 2013 and 2014 and 10 trips per year after that.
- In State Travel is based on 28 trips per year between staff and Board members in Fiscal Years 2013 and 2014 and half that number in later fiscal years. The large number of trips is due to the split nature of the Board (four members live in Northern Nevada and six live in Southern Nevada) and the significant outreach that will be required over the next few years.
- Operating expenses include rent, utilities, supplies, phone usage, conference registration, etc. Higher costs in Fiscal Year 2013 are due to expected moving expenses.
- Equipment includes all office furniture.
- Information Technology includes computers, software, licenses and assessments by the Department of Administration, Division of Enterprise IT Services.
- Exchange contract services include the following:
 - Business Operations Solution (BOS) Design, Development and Implementation (DD&I), Independent Validation and Verification (IV&V), ongoing Maintenance and Operations (M&O) and staff training.
 - Marketing and Advertising
 - Assistance to the Indian Health Board of Nevada to set up a data hub for tribal status queries
 - Independent auditor required pursuant to NRS 695I.370
 - Actuarial and consulting services
 - Kiosk servicing
 - Program integrity and compliance auditors
 - Appeals processing
- Navigator service expenses were calculated by our consultants based on other state exchanges. However, costs may vary significantly depending on how involved the Navigator Program becomes.

- Transfer to Attorney General is based on using 1.0 FTE deputy attorney general and overhead for Fiscal Years 2013 and 2014 and 0.5 FTE after that.
- Transfer to the Office of Consumer Health Assistance to pay for certain positions to assist consumers enrolling in Exchange coverage
- Transfer to DWSS includes DD&I, IV&V and ongoing M&O costs of the eligibility engine.
- Purchasing assessment and statewide cost allocation are based on the amount paid by the Department of Health and Human Services Director's Office decreased proportionately based on the Exchanges lower number of FTEs.

REVENUES

ACA GRANT FUNDS

Initial funding of the Exchange is provided almost entirely by Affordable Care Act Planning and Establishment Grant Funds through December 2014. The following grants have been awarded to the State of Nevada or have been recently submitted by the Exchange:

Figure 2: Grant awards

Grant	Month of Award	Amount
Planning Grant	October 2010	\$1,000,000
Level One Establishment Grant (1st)	August 2011	\$4,045,076
Level One Establishment Grant (2nd)	February 2012	\$15,295,271
Level One Establishment Grant (3rd)	May 2012	\$4,397,926
Level Two Establishment Grant	August 2012	\$50,016,012
Total		\$74,754,285

On June 29, 2012, the Centers for Medicare and Medicaid Services (CMS) Center for Consumer Information and Insurance Oversight (CCIIO) reversed an earlier position that indicated Affordable Care Act (ACA) funding is not authorized for maintenance and operations (M&O). The recent guidance provides ACA funding for *all* implementation and operational expenses of the Exchange through December 31, 2014 except the expenses of the Navigator program and the creation of operational reserves. The expenses of the Navigator program and the creation of operational reserves must be generated through other sources of revenues.

CARRIER FEES

LONG-TERM SUSTAINABILITY

The Exchange will be funded on a long-term basis through a per member per month (PMPM) assessment on carriers based on enrollment within the Exchange, offset by certain supplementary

sources of revenue. Based on estimated expenditures and enrollment, the long-term fee is expected to be approximately \$7.74 PMPM; \$8.05 if Medicaid eligibility is expanded to 138% FPL³. This fee will be built into the premium. It is expected the fee will be paid through the premium tax credit for individuals with incomes between 100% and 400% FPL.

This funding mechanism acknowledges the concept that the Exchange is a business; that financing should be dependent on those who conduct business with the Exchange – namely, individuals and businesses purchasing insurance and carriers selling insurance through the Exchange. The rates provided in this recommendation will be charged only to carriers who offer Qualified Health Plans on the Exchange and will be based only on each carrier's number of enrolled lives within the Exchange.

The Committee also considered potential alternative recommendations to charge enrollment of all Qualified Health Plans and to charge enrollment of the entire fully-insured individual and small group major medical markets. These alternatives were rejected.

SHORT-TERM VIABILITY AND OPERATIONAL RESERVES

Functioning businesses must have an operational reserve of cash to pay bills on a regular basis. As discussed above, grant funds cannot be used to build operational reserves. Therefore, other funding sources must be considered to supplement the ACA grant funds prior to their expiration.

To build operational reserves, the Exchange will utilize a lower PMPM assessment on carriers based on enrollment within the Exchange through CY 2014.

It is unknown whether the State of Nevada will expand Medicaid eligibility and the decision may not be settled until the end of the 2013 Legislative Session. However, it is important that carriers have a firm understanding of their costs for 2014 by the end of 2012 so they can design Qualified Health Plans with accurate rates. Therefore, rates will be set so that the operational reserve can absorb losses due to potential decreases in enrollment should the State decide to expand Medicaid eligibility. Rates in the first year are designed to create a 60 day reserve (approximately 50 days if Medicaid eligibility is expanded to 138% FPL) and will be about one-third to one-half of the long term rate. Rates in 2015 and 2016 are designed to gradually increase to the long term rate in 2017 and to create a 30 day operational reserve in the long-term.

The operating reserve at the end of each calendar year is lower than 30 days because expenses are higher during open enrollment which occurs in October through December.

CARRIER FEES

Figure 3 provides the estimated rates based on current enrollment and expenditures. The figure shows how the rates are different based on lower Exchange eligibility thresholds at 100% FPL

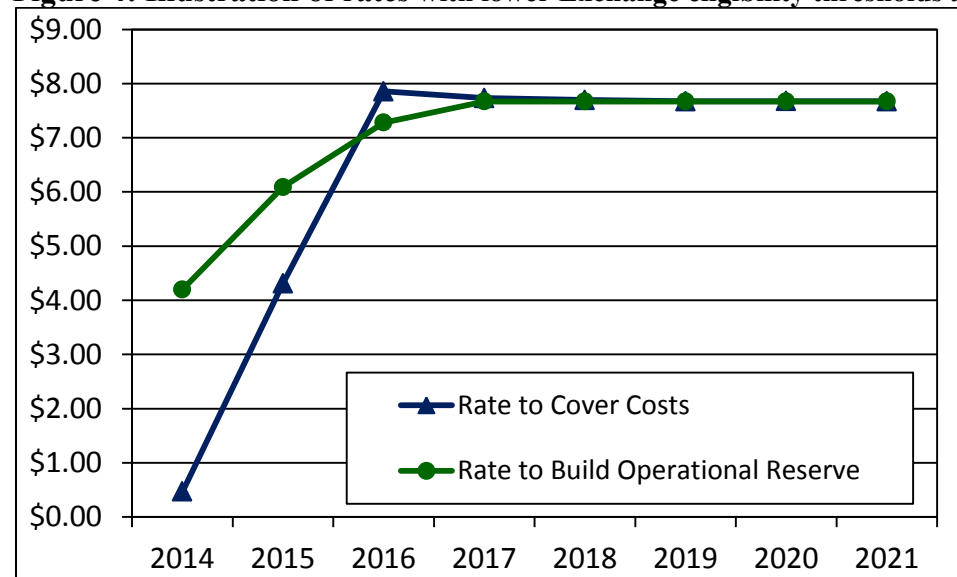
³ These costs assume the Exchange does individual premium billing. If carriers do individual premium billing, the costs are \$7.36 PMPM; \$7.67 PMPM if Medicaid eligibility is expanded to 138% FPL.

and 138% FPL. The figure also shows the difference in fees based on whether the Exchange or the carriers do individual billing.

Figure 3: Estimated rates by calendar year with lower Exchange eligibility thresholds at 100% and 138% FPL

	FPL	2014	2015	2016	2017	2018	2019	2020	2021
Exchange does individual premium billing	100%	\$4.40	\$6.20	\$7.36	\$7.74	\$7.74	\$7.74	\$7.74	\$7.74
	138%	\$4.40	\$6.76	\$7.73	\$8.05	\$8.05	\$8.05	\$8.05	\$8.05
Carriers do individual premium billing	100%	\$4.20	\$5.52	\$6.90	\$7.36	\$7.36	\$7.36	\$7.36	\$7.36
	138%	\$4.20	\$6.09	\$7.28	\$7.67	\$7.67	\$7.67	\$7.67	\$7.67

Figure 4: Illustration of rates with lower Exchange eligibility thresholds at 100% FPL



LEGAL AND REGULATORY

[NRS 695I.210\(2\)\(b\)](#) says the Board may “Apply for and accept any gift, donation, bequest, grant or other source of money to carry out the duties and powers of the Exchange or the Board.” [NRS 695I.370\(2\)\(a\)](#) indicates the Board may “adopt regulations to carry out the duties and powers of the Exchange...” Because the Exchange is exempt from the Nevada Administrative Procedures Act and the Board may accept any source of money, the Board could potentially pass regulations that allow for a fee on Exchange enrollment without the approval of any additional body. The funding of the Exchange would be subject to the Legislative process to approve budgets.

MEDICAL LOSS RATIO

One concern of the carriers has been whether the fee charged by the Exchange would be included in the Medical Loss Ratio (MLR) calculation. However, 45 CFR § 158.162, issued on December

2, 2011, excludes from the MLR calculation assessments of state boards for operating expenses. This has been confirmed in technical guidance issued by the CCIIO⁴.

TAX ON EXCHANGE FEES

Carriers have also requested the fee charged by the Exchange not be taxed. Carriers argue that, since this is a fee charged by the state, it should not be taxed. If there is no change to the current law, the fees charged by the Exchange and therefore added to the premium would be included in the premium tax calculation.

Staff estimates fees will be \$4.40 PMPM in CY 2014 and \$6.20 PMPM in CY 2015 (\$4.40 and \$6.76 if Medicaid eligibility is expanded to 138% FPL). Based on expected enrollment, these fees are estimated to generate for the Exchange \$7.7 million in CY 2014 and \$13.6 million in CY 2015 (\$6.3 million and \$12.3 million if Medicaid eligibility is expanded to 138% FPL). If there is no change to the current law and based on the 2010 ratio of individuals insured by a domestically domiciled carrier compared to carriers domiciled outside the State of Nevada, staff estimates the fees generated by the Exchange would generate approximately \$250,000 in premium tax revenues for the State in CY 2014 and \$450,000 in CY 2015 (\$210,000 and \$410,000 if Medicaid eligibility is expanded to 138% FPL). This is in addition to the estimated increase in premium tax collections of approximately \$11.2 million and \$13.7 million (assuming zero inflation since 2010) in 2014 and 2015, respectively, due to those currently uninsured individuals entering the insurance market (\$9.1 million and \$11.2 million if Medicaid eligibility is expanded to 138% FPL). Figure 4 provides the same information on a fiscal year basis.

Figure 4: Estimated increase in premium tax due to uninsured individuals entering the insurance market

	Without recommended BDR	With recommended BDR	Difference
FY 2014	\$4.7 million	\$4.6 million	\$0.1 million
FY 2015	\$10.4 million	\$10.1 million	\$0.3 million
Future Biennia	\$23.4 million	\$22.4 million	\$1.0 million

To ensure carriers are not taxed on the fees charged by the Exchange, the Exchange has submitted a bill draft request that exempts from the premium tax calculation any fee charged by the Exchange.

⁴ Question #34 from CCIIO Technical Guidance (CCIIO 2012—002): Questions and Answers Regarding the Medical Loss Ratio Regulation issued April 20, 2012 <http://cciio.cms.gov/resources/files/mlr-qna-04202012.pdf#page=6>

SUPPLEMENTAL REVENUES

GENERAL FUND APPROPRIATION

Staff estimates that in CY 2014, the Exchange will facilitate enrollment in insurance for approximately 139,000 individuals who are currently uninsured, and 170,000 individuals in 2015 (113,000 and 139,000 if Medicaid eligibility is expanded to 138% FPL)⁵. Based on the 2010 average individual market PMPM costs and ratio of individuals insured by a domestically domiciled carrier as compared to carriers domiciled outside the State of Nevada and assuming zero inflation since 2010, staff estimates these newly insured individuals will generate \$5.6 million and \$12.5 million of general fund dollars through increased premium tax collections in Fiscal Years (FY) 2014 and 2015, respectively (113,000 and 139,000 if Medicaid eligibility is expanded to 138% FPL).

The additional covered lives in the market place are a direct result of the requirements of the Affordable Care Act. Furthermore, the only way for individuals with annual income less than 400% of the Federal Poverty Level to receive premium tax credits is by purchasing coverage through the Exchange. Therefore, it has been recommended to partially fund operations from General Fund Assessments equal to 25% of the expected increase in General Fund revenue for FY 2014 and 2015 only. This will offset a portion of the expenses of the Exchange and stabilize revenues in the first few years. This would reduce required enrollment fees by \$2.8 million (\$1.62 PMPM) and \$1.7 million (\$0.78 PMPM) in CY 2014 and 2015, respectively (\$2.3 million (\$1.59 PMPM) and \$1.4 million (\$0.77 PMPM) if Medicaid eligibility is expanded to 138% FPL).

CHARGING USER FEES FOR STANDALONE DENTAL PRODUCTS

Pursuant to 45CFR § 155.1065, the Exchange is required to offer standalone dental plans if they meet certain certification requirements. User fees for dental products will be charged on PMPM basis and would be proportionately smaller than rates charged to other QHPs.

CHARGING USER FEES FOR STANDALONE VISION PRODUCTS

The Centers for Medicare and Medicaid Services (CMS) has not yet determined whether the Exchange may offer standalone vision plans. However, the Affordable Care Act includes in its list of ten Essential Health Benefits “pediatric services including oral and vision care” (ACA section 1302(b)(1)(J)). User fees for vision products would be charged on a PMPM basis and would be proportionately smaller than rates charged to QHPs.

⁵ The remaining Exchange enrollment is expected to consist of employees in the small group market and individuals who are currently insured.

OFFERING ADVERTISING ON THE WEB PORTAL

NRS 395I.210 allows the Exchange to “Apply for and accept any gift, donation, bequest, grant or other source of money to carry out the duties and powers of the Exchange or the Board.” This indicates the Exchange is intended to be self-sufficient and could be interpreted to allow such things as web advertising. The Exchange will need to ensure the organizations that advertise on the web portal meet certain standards.

ATTACHMENT A - EXCHANGE BUDGET WITH INDIVIDUAL PREMIUM BILLING

The following budgets assume the Exchange conducts individual premium billing. The budget is presented on a Calendar Year and Fiscal Year basis through 2021 and is presented with and without Medicaid Expansion.

BUDGET WITH LOWER EXCHANGE ELIGIBILITY THRESHOLD AT 100% FPL

CALENDAR YEAR BUDGET THROUGH 2021

Exchange Budget by Calendar Year, 100% FPL, Exchange does Individual Billing

Calendar Year		2013	2014	2015	2016	2017	2018	2019	2020	2021
Calendar Year Ending		12/31/2013	12/31/2014	12/31/2015	12/31/2016	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021
Average Annual Enrollment			145,000	183,000	200,000	202,000	202,000	203,000	203,000	205,000
<u>Revenue</u>										
Cat 00	Federal Grants	29,099,233	17,758,027	0	0	0	0	0	0	0
Cat 00	State General Fund	0	0	0	0	0	0	0	0	0
Cat 00	Medicaid/CHIP Cost Allocation	688,320	646,600	747,616	753,760	761,200	755,140	758,830	758,830	766,210
Cat 00	Fees on Dental Plans	0	52,200	65,880	72,000	72,720	72,720	73,080	73,080	73,800
Cat 00	Fees on Vision Plans	0	8,700	10,980	12,000	12,120	12,120	12,180	12,180	12,300
Cat 00	Advertising Revenue	6,250	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Cat 00	Fees on QHPs	0	7,656,000	13,615,200	17,664,000	18,761,760	18,761,760	18,854,640	18,854,640	19,040,400
Total Revenue		29,793,803	26,146,527	14,464,676	18,526,760	19,632,800	19,626,740	19,723,730	19,723,730	19,917,710

Exchange Budget by Calendar Year, 100% FPL, Exchange does Individual Billing

Calendar Year		2013	2014	2015	2016	2017	2018	2019	2020	2021
Calendar Year Ending		12/31/2013	12/31/2014	12/31/2015	12/31/2016	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021
<u>Expenditures</u>										
Cat 01	Salaries	1,120,862	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750
Cat 02	Out of State Travel	46,516	14,992	14,992	14,992	14,992	14,992	14,992	14,992	14,992
Cat 03	In State Travel	68,892	28,114	21,197	21,197	21,197	21,197	21,197	21,197	21,197
Cat 04	Operating	171,583	183,935	145,810	145,810	145,810	145,810	145,810	145,810	145,810
Cat 05	Equipment	24,750	0	500	1,000	1,000	1,000	1,000	1,000	1,000
Cat 26	Information Technology	57,267	17,836	17,836	17,836	17,836	17,836	17,836	17,836	17,836
Cat 30	Training	13,464	13,464	13,464	13,464	13,464	13,464	13,464	13,464	13,464
Cat 50	Exchange Contract Services									
	BOS	13,612,098	12,736,800	14,757,120	14,880,000	15,028,800	14,907,600	14,981,400	14,981,400	15,129,000
	Marketing/Advertising	3,700,000	2,000,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000
	IHBN	150,000	0	0	0	0	0	0	0	0
	Outreach specialists	75,000	125,000	0	0	0	0	0	0	0
	External Financial Auditing of Exchange	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
	Actuarial	200,000	200,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
	MITA Assessment Vendor	400,000	0	0	0	0	0	0	0	0
	Walk-in centers/Kiosks (TBD)	20,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
	Appeals Processing	0	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
	Disaster Recovery	480,000	0	0	0	0	0	0	0	0
	Training Vendor	200,000	0	0	0	0	0	0	0	0
	<u>Other Professional Consulting Services</u>	<u>550,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>
	Total	19,417,098	15,431,800	16,027,120	16,150,000	16,298,800	16,177,600	16,251,400	16,251,400	16,399,000
Cat 55	Navigators	285,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000
Cat 73	Transfer to Attorney General	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400
Cat 74	Transfer to GovCHA	573,841	0	0	0	0	0	0	0	0
Cat 75	Transfer to DWSS	8,208,581	1,428,036	1,456,595	1,485,728	1,515,442	1,545,751	1,576,666	1,608,199	1,640,363
Cat 87	Purchasing Assessment	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300
Cat 88	Statewide Cost Allocation	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
	Total Expenditures	30,072,553	18,784,627	19,363,964	19,516,477	19,694,991	19,604,100	19,708,815	19,740,348	19,920,112

Exchange Budget by Calendar Year, 100% FPL, Exchange does Individual Billing

Calendar Year	2013	2014	2015	2016	2017	2018	2019	2020	2021
Calendar Year Ending	12/31/2013	12/31/2014	12/31/2015	12/31/2016	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021
Cash Reserves									
Change in cash	-278,750	7,361,900	-4,899,288	-989,717	-62,191	22,640	14,915	-16,619	-2,403
Cat 86 Reserves	-278,750	7,083,150	2,183,862	1,194,145	1,131,953	1,154,593	1,169,508	1,152,889	1,150,487
Days of Reserve		136	41	22	21	21	21	21	21
Total Costs									
Fixed Costs	30,072,553	6,047,827	4,606,844	4,636,477	4,666,191	4,696,500	4,727,415	4,758,948	4,791,112
Variable (IT) Costs	0	12,736,800	14,757,120	14,880,000	15,028,800	14,907,600	14,981,400	14,981,400	15,129,000
Total Costs	30,072,553	18,784,627	19,363,964	19,516,477	19,694,991	19,604,100	19,708,815	19,740,348	19,920,112
As a percent of Total									
Fixed Costs	100.0%	32.2%	23.8%	23.8%	23.7%	24.0%	24.0%	24.1%	24.1%
Variable (IT) Costs	0.0%	67.8%	76.2%	76.2%	76.3%	76.0%	76.0%	75.9%	75.9%
Total Costs	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
PMPM									
Fixed Costs		\$3.48	\$2.10	\$1.93	\$1.92	\$1.94	\$1.94	\$1.95	\$1.95
Variable (IT) Costs		\$7.32	\$6.72	\$6.20	\$6.20	\$6.15	\$6.15	\$6.15	\$6.15
Total Costs		\$10.80	\$8.82	\$8.13	\$8.12	\$8.09	\$8.09	\$8.10	\$8.10
PMPM									
Funding From Non-QHP Sources		\$10.63	\$0.39	\$0.36	\$0.36	\$0.36	\$0.36	\$0.36	\$0.36
QHP Rates - No Increase in Cash		\$0.17	\$8.43	\$7.77	\$7.77	\$7.73	\$7.73	\$7.75	\$7.74
Total Costs		\$10.80	\$8.82	\$8.13	\$8.12	\$8.09	\$8.09	\$8.10	\$8.10
QHP Rates to Build Reserve		\$4.40	\$6.20	\$7.36	\$7.74	\$7.74	\$7.74	\$7.74	\$7.74

FISCAL YEAR BUDGET THROUGH 2021

Exchange Budget by State Fiscal Year, 100% FPL, Exchange does Individual Billing

State Fiscal Year		2013	2014	2015	2016	2017	2018	2019	2020	2021
State Fiscal Year Ending		6/30/2013	6/30/2014	6/30/2015	6/30/2016	6/30/2017	6/30/2018	6/30/2019	6/30/2020	6/30/2021
Average Annual Enrollment			72,500	164,000	191,500	201,000	202,000	202,500	203,000	204,000
<u>Revenue</u>										
Cat 00	Federal Grants	39,479,739	20,117,448	8,876,003	0	0	0	0	0	0
Cat 00	State General Fund	0	0	0	0	0	0	0	0	0
Cat 00	Medicaid/CHIP Cost Allocation	913,144	555,048	697,108	750,688	757,480	758,170	756,985	758,830	762,520
Cat 00	Fees on Dental Plans	0	26,100	59,040	68,940	72,360	72,720	72,900	73,080	73,440
Cat 00	Fees on Vision Plans	0	4,350	9,840	11,490	12,060	12,120	12,150	12,180	12,240
Cat 00	Advertising Revenue	0	18,750	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Cat 00	Fees on QHPs	0	3,828,000	10,635,600	15,639,600	18,212,880	18,761,760	18,808,200	18,854,640	18,947,520
Total Revenue		40,392,883	24,549,696	20,302,591	16,495,718	19,079,780	19,629,770	19,675,235	19,723,730	19,820,720

Exchange Budget by State Fiscal Year, 100% FPL, Exchange does Individual Billing

State Fiscal Year		2013	2014	2015	2016	2017	2018	2019	2020	2021
State Fiscal Year Ending		6/30/2013	6/30/2014	6/30/2015	6/30/2016	6/30/2017	6/30/2018	6/30/2019	6/30/2020	6/30/2021
<u>Expenditures</u>										
Cat 01	Salaries	1,039,974	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750
Cat 02	Out of State Travel	40,560	33,732	14,992	14,992	14,992	14,992	14,992	14,992	14,992
Cat 03	In State Travel	95,836	35,031	21,197	21,197	21,197	21,197	21,197	21,197	21,197
Cat 04	Operating	121,106	222,060	145,810	145,810	145,810	145,810	145,810	145,810	145,810
Cat 05	Equipment	49,500	0	0	1,000	1,000	1,000	1,000	1,000	1,000
Cat 26	Information Technology	96,698	17,836	17,836	17,836	17,836	17,836	17,836	17,836	17,836
Cat 30	Training	13,464	13,464	13,464	13,464	13,464	13,464	13,464	13,464	13,464
Cat 50	Exchange Contract Services									
	BOS	18,149,464	10,905,766	13,746,960	14,818,560	14,954,400	14,968,200	14,944,500	14,981,400	15,055,200
	Marketing/Advertising	1,400,000	3,600,000	1,000,000	800,000	800,000	800,000	800,000	800,000	800,000
	IHBN	150,000	50,000	0	0	0	0	0	0	0
	Outreach specialists	0	140,000	60,000	0	0	0	0	0	0
	External Financial Auditing of Exchange	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
	Actuarial	200,000	200,000	150,000	100,000	100,000	100,000	100,000	100,000	100,000
	MITA Assessment Vendor	700,000	0	0	0	0	0	0	0	0
	Walk-in centers/Kiosks (TBD)	0	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
	Appeals Processing	0	50,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
	Disaster Recovery	260,000	240,000	0	0	0	0	0	0	0
	Training Vendor	50,000	150,000	0	0	0	0	0	0	0
	<u>Other Professional Consulting Services</u>	<u>875,000</u>	<u>275,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>
	Total	21,814,464	15,680,766	15,326,960	16,088,560	16,224,400	16,238,200	16,214,500	16,251,400	16,325,200
Cat 55	Navigators	0	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000
Cat 73	Transfer to Attorney General	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400
Cat 74	Transfer to GovCHA	318,971	343,406	0	0	0	0	0	0	0
Cat 75	Transfer to DWSS	16,717,610	3,039,752	1,442,244	1,471,089	1,500,511	1,530,521	1,561,132	1,592,354	1,624,201
Cat 87	Purchasing Assessment	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300
Cat 88	Statewide Cost Allocation	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
	Total Expenditures	40,392,883	21,052,496	18,648,953	19,440,398	19,605,660	19,649,470	19,656,381	19,724,503	19,830,150

Exchange Budget by State Fiscal Year, 100% FPL, Exchange does Individual Billing

State Fiscal Year	2013	2014	2015	2016	2017	2018	2019	2020	2021
State Fiscal Year Ending	6/30/2013	6/30/2014	6/30/2015	6/30/2016	6/30/2017	6/30/2018	6/30/2019	6/30/2020	6/30/2021
Cash Reserves									
Change in cash	0	3,497,200	1,653,638	-2,944,680	-525,880	-19,700	18,854	-774	-9,431
Cat 86 Reserves	0	3,497,200	5,150,838	2,206,158	1,680,277	1,660,577	1,679,431	1,678,657	1,669,227
Days of Reserve		60	99	41	31	30	31	31	30
Total Costs									
Fixed Costs	40,392,883	14,684,096	4,901,993	4,621,838	4,651,260	4,681,270	4,711,881	4,743,103	4,774,950
Variable (IT) Costs	0	6,368,400	13,746,960	14,818,560	14,954,400	14,968,200	14,944,500	14,981,400	15,055,200
Total Costs	40,392,883	21,052,496	18,648,953	19,440,398	19,605,660	19,649,470	19,656,381	19,724,503	19,830,150
As a percent of Total									
Fixed Costs	100.0%	69.7%	26.3%	23.8%	23.7%	23.8%	24.0%	24.0%	24.1%
Variable (IT) Costs	0.0%	30.3%	73.7%	76.2%	76.3%	76.2%	76.0%	76.0%	75.9%
Total Costs	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
PMPM									
Fixed Costs		\$16.88	\$2.49	\$2.01	\$1.93	\$1.93	\$1.94	\$1.95	\$1.95
Variable (IT) Costs		\$7.32	\$6.99	\$6.45	\$6.20	\$6.18	\$6.15	\$6.15	\$6.15
Total Costs		\$24.20	\$9.48	\$8.46	\$8.13	\$8.11	\$8.09	\$8.10	\$8.10
PMPM									
Funding From Non-QHP Sources		\$23.82	\$4.91	\$0.37	\$0.36	\$0.36	\$0.36	\$0.36	\$0.36
QHP Rates - No Increase in Cash		\$0.38	\$4.56	\$8.09	\$7.77	\$7.75	\$7.73	\$7.74	\$7.74
Total Costs		\$24.20	\$9.48	\$8.46	\$8.13	\$8.11	\$8.09	\$8.10	\$8.10
QHP Rates to Build Reserve		\$4.40	\$6.20	\$7.36	\$7.74	\$7.74	\$7.74	\$7.74	\$7.74

BUDGET WITH LOWER EXCHANGE ELIGIBILITY THRESHOLD AT 138% FPL

CALENDAR YEAR BUDGET THROUGH 2021

Exchange Budget by Calendar Year, 138% FPL, Exchange does Individual Billing

Calendar Year		2013	2014	2015	2016	2017	2018	2019	2020	2021
Calendar Year Ending		12/31/2013	12/31/2014	12/31/2015	12/31/2016	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021
Average Annual Enrollment			119,000	152,000	169,000	172,000	173,000	174,000	175,000	177,000
<u>Revenue</u>										
Cat 00	Federal Grants	29,099,233	15,588,379	0	0	0	0	0	0	0
Cat 00	State General Fund	0	0	0	0	0	0	0	0	0
Cat 00	Medicaid/CHIP Cost Allocation	688,320	532,408	622,624	638,440	649,600	648,130	651,820	655,510	662,890
Cat 00	Fees on Dental Plans	0	42,840	54,720	60,840	61,920	62,280	62,640	63,000	63,720
Cat 00	Fees on Vision Plans	0	7,140	9,120	10,140	10,320	10,380	10,440	10,500	10,620
Cat 00	Advertising Revenue	6,250	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Cat 00	Fees on QHPs	0	6,283,200	12,330,240	15,676,440	16,615,200	16,711,800	16,808,400	16,905,000	17,098,200
Total Revenue		29,793,803	22,478,967	13,041,704	16,410,860	17,362,040	17,457,590	17,558,300	17,659,010	17,860,430

Exchange Budget by Calendar Year, 138% FPL, Exchange does Individual Billing

Calendar Year		2013	2014	2015	2016	2017	2018	2019	2020	2021
Calendar Year Ending		12/31/2013	12/31/2014	12/31/2015	12/31/2016	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021
<u>Expenditures</u>										
Cat 01	Salaries	1,120,862	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750
Cat 02	Out of State Travel	46,516	14,992	14,992	14,992	14,992	14,992	14,992	14,992	14,992
Cat 03	In State Travel	68,892	28,114	21,197	21,197	21,197	21,197	21,197	21,197	21,197
Cat 04	Operating	171,583	183,935	145,810	145,810	145,810	145,810	145,810	145,810	145,810
Cat 05	Equipment	24,750	0	500	1,000	1,000	1,000	1,000	1,000	1,000
Cat 26	Information Technology	57,267	17,836	17,836	17,836	17,836	17,836	17,836	17,836	17,836
Cat 30	Training	13,464	13,464	13,464	13,464	13,464	13,464	13,464	13,464	13,464
Cat 50	Exchange Contract Services									
	BOS	13,612,098	10,452,960	12,257,280	12,573,600	12,796,800	12,767,400	12,841,200	12,915,000	13,062,600
	Marketing/Advertising	3,700,000	2,000,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000
	IHBN	150,000	0	0	0	0	0	0	0	0
	Outreach specialists	75,000	125,000	0	0	0	0	0	0	0
	External Financial Auditing of Exchange	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
	Actuarial	200,000	200,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
	MITA Assessment Vendor	400,000	0	0	0	0	0	0	0	0
	Walk-in centers/Kiosks (TBD)	20,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
	Appeals Processing	0	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
	Disaster Recovery	480,000	0	0	0	0	0	0	0	0
	Training Vendor	200,000	0	0	0	0	0	0	0	0
	<u>Other Professional Consulting Services</u>	<u>550,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>
	Total	19,417,098	13,147,960	13,527,280	13,843,600	14,066,800	14,037,400	14,111,200	14,185,000	14,332,600
Cat 55	Navigators	285,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000
Cat 73	Transfer to Attorney General	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400
Cat 74	Transfer to GovCHA	573,841	0	0	0	0	0	0	0	0
Cat 75	Transfer to DWSS	8,208,581	1,428,036	1,456,595	1,485,728	1,515,442	1,545,751	1,576,666	1,608,199	1,640,363
Cat 87	Purchasing Assessment	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300
Cat 88	Statewide Cost Allocation	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
	Total Expenditures	30,072,553	16,500,787	16,864,124	17,210,077	17,462,991	17,463,900	17,568,615	17,673,948	17,853,712

Exchange Budget by Calendar Year, 138% FPL, Exchange does Individual Billing

Calendar Year	2013	2014	2015	2016	2017	2018	2019	2020	2021
Calendar Year Ending	12/31/2013	12/31/2014	12/31/2015	12/31/2016	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021
Cash Reserves									
Change in cash	-278,750	5,978,180	-3,822,420	-799,217	-100,951	-6,310	-10,315	-14,939	6,717
Cat 86 Reserves	-278,750	5,699,430	1,877,010	1,077,793	976,841	970,531	960,216	945,277	951,995
Days of Reserve		124	40	23	20	20	20	19	19
Total Costs									
Fixed Costs	30,072,553	6,047,827	4,606,844	4,636,477	4,666,191	4,696,500	4,727,415	4,758,948	4,791,112
Variable (IT) Costs	0	10,452,960	12,257,280	12,573,600	12,796,800	12,767,400	12,841,200	12,915,000	13,062,600
Total Costs	30,072,553	16,500,787	16,864,124	17,210,077	17,462,991	17,463,900	17,568,615	17,673,948	17,853,712
As a percent of Total									
Fixed Costs	100.0%	36.7%	27.3%	26.9%	26.7%	26.9%	26.9%	26.9%	26.8%
Variable (IT) Costs	0.0%	63.3%	72.7%	73.1%	73.3%	73.1%	73.1%	73.1%	73.2%
Total Costs	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
PMPM									
Fixed Costs		\$4.24	\$2.53	\$2.29	\$2.26	\$2.26	\$2.26	\$2.27	\$2.26
Variable (IT) Costs		\$7.32	\$6.72	\$6.20	\$6.20	\$6.15	\$6.15	\$6.15	\$6.15
Total Costs		\$11.56	\$9.25	\$8.49	\$8.46	\$8.41	\$8.41	\$8.42	\$8.41
PMPM									
Funding From Non-QHP Sources		\$11.34	\$0.39	\$0.36	\$0.36	\$0.36	\$0.36	\$0.36	\$0.36
QHP Rates - No Increase in Cash		\$0.21	\$8.86	\$8.12	\$8.10	\$8.05	\$8.05	\$8.06	\$8.05
Total Costs		\$11.56	\$9.25	\$8.49	\$8.46	\$8.41	\$8.41	\$8.42	\$8.41
QHP Rates to Build Reserve		\$4.40	\$6.76	\$7.73	\$8.05	\$8.05	\$8.05	\$8.05	\$8.05

FISCAL YEAR BUDGET THROUGH 2021

Exchange Budget by State Fiscal Year, 138% FPL, Exchange does Individual Billing

State Fiscal Year		2013	2014	2015	2016	2017	2018	2019	2020	2021
State Fiscal Year Ending		6/30/2013	6/30/2014	6/30/2015	6/30/2016	6/30/2017	6/30/2018	6/30/2019	6/30/2020	6/30/2021
Average Annual Enrollment			59,500	135,500	160,500	170,500	172,500	173,500	174,500	176,000
<u>Revenue</u>										
Cat 00	Federal Grants	39,479,739	19,032,624	7,791,179	0	0	0	0	0	0
Cat 00	State General Fund	0	0	0	0	0	0	0	0	0
Cat 00	Medicaid/CHIP Cost Allocation	913,144	497,952	577,516	630,532	644,020	648,865	649,975	653,665	659,200
Cat 00	Fees on Dental Plans	0	21,420	48,780	57,780	61,380	62,100	62,460	62,820	63,360
Cat 00	Fees on Vision Plans	0	3,570	8,130	9,630	10,230	10,350	10,410	10,470	10,560
Cat 00	Advertising Revenue	0	18,750	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Cat 00	Fees on QHPs	0	3,141,600	9,306,720	14,003,340	16,145,820	16,663,500	16,760,100	16,856,700	17,001,600
Total Revenue		40,392,883	22,715,916	17,757,325	14,726,282	16,886,450	17,409,815	17,507,945	17,608,655	17,759,720

Exchange Budget by State Fiscal Year, 138% FPL, Exchange does Individual Billing

State Fiscal Year		2013	2014	2015	2016	2017	2018	2019	2020	2021
State Fiscal Year Ending		6/30/2013	6/30/2014	6/30/2015	6/30/2016	6/30/2017	6/30/2018	6/30/2019	6/30/2020	6/30/2021
<u>Expenditures</u>										
Cat 01	Salaries	1,039,974	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750
Cat 02	Out of State Travel	40,560	33,732	14,992	14,992	14,992	14,992	14,992	14,992	14,992
Cat 03	In State Travel	95,836	35,031	21,197	21,197	21,197	21,197	21,197	21,197	21,197
Cat 04	Operating	121,106	222,060	145,810	145,810	145,810	145,810	145,810	145,810	145,810
Cat 05	Equipment	49,500	0	0	1,000	1,000	1,000	1,000	1,000	1,000
Cat 26	Information Technology	96,698	17,836	17,836	17,836	17,836	17,836	17,836	17,836	17,836
Cat 30	Training	13,464	13,464	13,464	13,464	13,464	13,464	13,464	13,464	13,464
Cat 50	Exchange Contract Services									
	BOS	18,149,464	9,763,846	11,355,120	12,415,440	12,685,200	12,782,100	12,804,300	12,878,100	12,988,800
	Marketing/Advertising	1,400,000	3,600,000	1,000,000	800,000	800,000	800,000	800,000	800,000	800,000
	IHBN	150,000	50,000	0	0	0	0	0	0	0
	Outreach specialists	0	140,000	60,000	0	0	0	0	0	0
	External Financial Auditing of Exchange	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
	Actuarial	200,000	200,000	150,000	100,000	100,000	100,000	100,000	100,000	100,000
	MITA Assessment Vendor	700,000	0	0	0	0	0	0	0	0
	Walk-in centers/Kiosks (TBD)	0	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
	Appeals Processing	0	50,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
	Disaster Recovery	260,000	240,000	0	0	0	0	0	0	0
	Training Vendor	50,000	150,000	0	0	0	0	0	0	0
	<u>Other Professional Consulting Services</u>	<u>875,000</u>	<u>275,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>
	Total	21,814,464	14,538,846	12,935,120	13,685,440	13,955,200	14,052,100	14,074,300	14,148,100	14,258,800
Cat 55	Navigators	0	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000
Cat 73	Transfer to Attorney General	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400
Cat 74	Transfer to GovCHA	318,971	343,406	0	0	0	0	0	0	0
Cat 75	Transfer to DWSS	16,717,610	3,039,752	1,442,244	1,471,089	1,500,511	1,530,521	1,561,132	1,592,354	1,624,201
Cat 87	Purchasing Assessment	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300
Cat 88	Statewide Cost Allocation	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
	Total Expenditures	40,392,883	19,910,576	16,257,113	17,037,278	17,336,460	17,463,370	17,516,181	17,621,203	17,763,750

Exchange Budget by State Fiscal Year, 138% FPL, Exchange does Individual Billing

State Fiscal Year	2013	2014	2015	2016	2017	2018	2019	2020	2021
State Fiscal Year Ending	6/30/2013	6/30/2014	6/30/2015	6/30/2016	6/30/2017	6/30/2018	6/30/2019	6/30/2020	6/30/2021
Cash Reserves									
Change in cash	0	2,805,340	1,500,212	-2,310,996	-450,010	-53,555	-8,236	-12,549	-4,031
Cat 86 Reserves	0	2,805,340	4,305,552	1,994,556	1,544,545	1,490,990	1,482,754	1,470,205	1,466,175
Days of Reserve		51	95	42	32	31	30	30	30
Total Costs									
Fixed Costs	40,392,883	14,684,096	4,901,993	4,621,838	4,651,260	4,681,270	4,711,881	4,743,103	4,774,950
Variable (IT) Costs	0	5,226,480	11,355,120	12,415,440	12,685,200	12,782,100	12,804,300	12,878,100	12,988,800
Total Costs	40,392,883	19,910,576	16,257,113	17,037,278	17,336,460	17,463,370	17,516,181	17,621,203	17,763,750
As a percent of Total									
Fixed Costs	100.0%	73.8%	30.2%	27.1%	26.8%	26.8%	26.9%	26.9%	26.9%
Variable (IT) Costs	0.0%	26.2%	69.8%	72.9%	73.2%	73.2%	73.1%	73.1%	73.1%
Total Costs	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
PMPM									
Fixed Costs		\$20.57	\$3.01	\$2.40	\$2.27	\$2.26	\$2.26	\$2.27	\$2.26
Variable (IT) Costs		\$7.32	\$6.98	\$6.45	\$6.20	\$6.17	\$6.15	\$6.15	\$6.15
Total Costs		\$27.89	\$10.00	\$8.85	\$8.47	\$8.44	\$8.41	\$8.42	\$8.41
PMPM									
Funding From Non-QHP Sources		\$27.42	\$5.20	\$0.38	\$0.36	\$0.36	\$0.36	\$0.36	\$0.36
QHP Rates - No Increase in Cash		\$0.47	\$4.80	\$8.47	\$8.11	\$8.08	\$8.05	\$8.06	\$8.05
Total Costs		\$27.89	\$10.00	\$8.85	\$8.47	\$8.44	\$8.41	\$8.42	\$8.41
QHP Rates to Build Reserve		\$4.40	\$6.76	\$7.73	\$8.05	\$8.05	\$8.05	\$8.05	\$8.05

ATTACHMENT B - EXCHANGE BUDGET WITHOUT INDIVIDUAL PREMIUM BILLING

The following budgets assume carriers conduct individual premium billing. The budget is presented on a Calendar Year and Fiscal Year basis through 2021 and is presented with and without Medicaid Expansion.

BUDGET WITH LOWER EXCHANGE ELIGIBILITY THRESHOLD AT 100% FPL

CALENDAR YEAR BUDGET THROUGH 2021

Exchange Budget by Calendar Year, 100% FPL, Carriers do Individual Billing

Calendar Year		2013	2014	2015	2016	2017	2018	2019	2020	2021
Calendar Year Ending		12/31/2013	12/31/2014	12/31/2015	12/31/2016	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021
Average Annual Enrollment			145,000	183,000	200,000	202,000	202,000	203,000	203,000	205,000
<u>Revenue</u>										
Cat 00	Federal Grants	29,099,233	15,691,777	0	0	0	0	0	0	0
Cat 00	State General Fund	0	0	0	0	0	0	0	0	0
Cat 00	Medicaid/CHIP Cost Allocation	688,320	537,850	646,600	705,760	712,720	706,660	710,110	710,110	717,010
Cat 00	Fees on Dental Plans	0	52,200	65,880	72,000	72,720	72,720	73,080	73,080	73,800
Cat 00	Fees on Vision Plans	0	8,700	10,980	12,000	12,120	12,120	12,180	12,180	12,300
Cat 00	Advertising Revenue	6,250	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Cat 00	Fees on QHPs	0	7,308,000	12,121,920	16,560,000	17,840,640	17,840,640	17,928,960	17,928,960	18,105,600
Total Revenue		29,793,803	23,623,527	12,870,380	17,374,760	18,663,200	18,657,140	18,749,330	18,749,330	18,933,710

Exchange Budget by Calendar Year, 100% FPL, Carriers do Individual Billing

Calendar Year		2013	2014	2015	2016	2017	2018	2019	2020	2021
Calendar Year Ending		12/31/2013	12/31/2014	12/31/2015	12/31/2016	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021
<u>Expenditures</u>										
Cat 01	Salaries	1,120,862	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750
Cat 02	Out of State Travel	46,516	14,992	14,992	14,992	14,992	14,992	14,992	14,992	14,992
Cat 03	In State Travel	68,892	28,114	21,197	21,197	21,197	21,197	21,197	21,197	21,197
Cat 04	Operating	171,583	183,935	145,810	145,810	145,810	145,810	145,810	145,810	145,810
Cat 05	Equipment	24,750	0	500	1,000	1,000	1,000	1,000	1,000	1,000
Cat 26	Information Technology	57,267	17,836	17,836	17,836	17,836	17,836	17,836	17,836	17,836
Cat 30	Training	13,464	13,464	13,464	13,464	13,464	13,464	13,464	13,464	13,464
Cat 50	Exchange Contract Services									
	BOS	13,612,098	10,561,800	12,736,800	13,920,000	14,059,200	13,938,000	14,007,000	14,007,000	14,145,000
	Marketing/Advertising	3,700,000	2,000,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000
	IHBN	150,000	0	0	0	0	0	0	0	0
	Outreach specialists	75,000	125,000	0	0	0	0	0	0	0
	External Financial Auditing of Exchange	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
	Actuarial	200,000	200,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
	MITA Assessment Vendor	400,000	0	0	0	0	0	0	0	0
	Walk-in centers/Kiosks (TBD)	20,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
	Appeals Processing	0	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
	Disaster Recovery	480,000	0	0	0	0	0	0	0	0
	Training Vendor	200,000	0	0	0	0	0	0	0	0
	<u>Other Professional Consulting Services</u>	<u>550,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>
	Total	19,417,098	13,256,800	14,006,800	15,190,000	15,329,200	15,208,000	15,277,000	15,277,000	15,415,000
Cat 55	Navigators	285,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000
Cat 73	Transfer to Attorney General	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400
Cat 74	Transfer to GovCHA	573,841	0	0	0	0	0	0	0	0
Cat 75	Transfer to DWSS	8,208,581	1,428,036	1,456,595	1,485,728	1,515,442	1,545,751	1,576,666	1,608,199	1,640,363
Cat 87	Purchasing Assessment	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300
Cat 88	Statewide Cost Allocation	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
	Total Expenditures	30,072,553	16,609,627	17,343,644	18,556,477	18,725,391	18,634,500	18,734,415	18,765,948	18,936,112

Exchange Budget by Calendar Year, 100% FPL, Carriers do Individual Billing

Calendar Year	2013	2014	2015	2016	2017	2018	2019	2020	2021
Calendar Year Ending	12/31/2013	12/31/2014	12/31/2015	12/31/2016	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021
Cash Reserves									
Change in cash	-278,750	7,013,900	-4,473,264	-1,181,717	-62,191	22,640	14,915	-16,619	-2,403
Cat 86 Reserves	-278,750	6,735,150	2,261,886	1,080,169	1,017,977	1,040,617	1,055,532	1,038,913	1,036,511
Days of Reserve		146	47	21	20	20	20	20	20
Total Costs									
Fixed Costs	30,072,553	6,047,827	4,606,844	4,636,477	4,666,191	4,696,500	4,727,415	4,758,948	4,791,112
Variable (IT) Costs	0	10,561,800	12,736,800	13,920,000	14,059,200	13,938,000	14,007,000	14,007,000	14,145,000
Total Costs	30,072,553	16,609,627	17,343,644	18,556,477	18,725,391	18,634,500	18,734,415	18,765,948	18,936,112
As a percent of Total									
Fixed Costs	100.0%	36.4%	26.6%	25.0%	24.9%	25.2%	25.2%	25.4%	25.3%
Variable (IT) Costs	0.0%	63.6%	73.4%	75.0%	75.1%	74.8%	74.8%	74.6%	74.7%
Total Costs	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
PMPM									
Fixed Costs		\$3.48	\$2.10	\$1.93	\$1.92	\$1.94	\$1.94	\$1.95	\$1.95
Variable (IT) Costs		\$6.07	\$5.80	\$5.80	\$5.80	\$5.75	\$5.75	\$5.75	\$5.75
Total Costs		\$9.55	\$7.90	\$7.73	\$7.72	\$7.69	\$7.69	\$7.70	\$7.70
PMPM									
Funding From Non-QHP Sources		\$9.38	\$0.34	\$0.34	\$0.34	\$0.34	\$0.34	\$0.34	\$0.34
QHP Rates - No Increase in Cash		\$0.17	\$7.56	\$7.39	\$7.39	\$7.35	\$7.35	\$7.37	\$7.36
Total Costs		\$9.55	\$7.90	\$7.73	\$7.72	\$7.69	\$7.69	\$7.70	\$7.70
QHP Rates to Build Reserve		\$4.20	\$5.52	\$6.90	\$7.36	\$7.36	\$7.36	\$7.36	\$7.36

FISCAL YEAR BUDGET THROUGH 2021

Exchange Budget by State Fiscal Year, 100% FPL, Carriers do Individual Billing

State Fiscal Year		2013	2014	2015	2016	2017	2018	2019	2020	2021
State Fiscal Year Ending		6/30/2013	6/30/2014	6/30/2015	6/30/2016	6/30/2017	6/30/2018	6/30/2019	6/30/2020	6/30/2021
Average Annual Enrollment			72,500	164,000	191,500	201,000	202,000	202,500	203,000	204,000
<u>Revenue</u>										
Cat 00	Federal Grants	39,479,739	19,084,323	7,842,878	0	0	0	0	0	0
Cat 00	State General Fund	0	0	0	0	0	0	0	0	0
Cat 00	Medicaid/CHIP Cost Allocation	913,144	500,673	592,225	676,180	709,240	709,690	708,385	710,110	713,560
Cat 00	Fees on Dental Plans	0	26,100	59,040	68,940	72,360	72,720	72,900	73,080	73,440
Cat 00	Fees on Vision Plans	0	4,350	9,840	11,490	12,060	12,120	12,150	12,180	12,240
Cat 00	Advertising Revenue	0	18,750	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Cat 00	Fees on QHPs	0	3,654,000	9,714,960	14,340,960	17,200,320	17,840,640	17,884,800	17,928,960	18,017,280
Total Revenue		40,392,883	23,288,196	18,243,943	15,122,570	18,018,980	18,660,170	18,703,235	18,749,330	18,841,520

Exchange Budget by State Fiscal Year, 100% FPL, Carriers do Individual Billing

State Fiscal Year		2013	2014	2015	2016	2017	2018	2019	2020	2021
State Fiscal Year Ending		6/30/2013	6/30/2014	6/30/2015	6/30/2016	6/30/2017	6/30/2018	6/30/2019	6/30/2020	6/30/2021
<u>Expenditures</u>										
Cat 01	Salaries	1,039,974	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750
Cat 02	Out of State Travel	40,560	33,732	14,992	14,992	14,992	14,992	14,992	14,992	14,992
Cat 03	In State Travel	95,836	35,031	21,197	21,197	21,197	21,197	21,197	21,197	21,197
Cat 04	Operating	121,106	222,060	145,810	145,810	145,810	145,810	145,810	145,810	145,810
Cat 05	Equipment	49,500	0	0	1,000	1,000	1,000	1,000	1,000	1,000
Cat 26	Information Technology	96,698	17,836	17,836	17,836	17,836	17,836	17,836	17,836	17,836
Cat 30	Training	13,464	13,464	13,464	13,464	13,464	13,464	13,464	13,464	13,464
Cat 50	Exchange Contract Services									
	BOS	18,149,464	9,818,266	11,649,300	13,328,400	13,989,600	13,998,600	13,972,500	14,007,000	14,076,000
	Marketing/Advertising	1,400,000	3,600,000	1,000,000	800,000	800,000	800,000	800,000	800,000	800,000
	IHBN	150,000	50,000	0	0	0	0	0	0	0
	Outreach specialists	0	140,000	60,000	0	0	0	0	0	0
	External Financial Auditing of Exchange	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
	Actuarial	200,000	200,000	150,000	100,000	100,000	100,000	100,000	100,000	100,000
	MITA Assessment Vendor	700,000	0	0	0	0	0	0	0	0
	Walk-in centers/Kiosks (TBD)	0	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
	Appeals Processing	0	50,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
	Disaster Recovery	260,000	240,000	0	0	0	0	0	0	0
	Training Vendor	50,000	150,000	0	0	0	0	0	0	0
	<u>Other Professional Consulting Services</u>	<u>875,000</u>	<u>275,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>
	Total	21,814,464	14,593,266	13,229,300	14,598,400	15,259,600	15,268,600	15,242,500	15,277,000	15,346,000
Cat 55	Navigators	0	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000
Cat 73	Transfer to Attorney General	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400
Cat 74	Transfer to GovCHA	318,971	343,406	0	0	0	0	0	0	0
Cat 75	Transfer to DWSS	16,717,610	3,039,752	1,442,244	1,471,089	1,500,511	1,530,521	1,561,132	1,592,354	1,624,201
Cat 87	Purchasing Assessment	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300
Cat 88	Statewide Cost Allocation	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
	Total Expenditures	40,392,883	19,964,996	16,551,293	17,950,238	18,640,860	18,679,870	18,684,381	18,750,103	18,850,950

Exchange Budget by State Fiscal Year, 100% FPL, Carriers do Individual Billing

State Fiscal Year	2013	2014	2015	2016	2017	2018	2019	2020	2021
State Fiscal Year Ending	6/30/2013	6/30/2014	6/30/2015	6/30/2016	6/30/2017	6/30/2018	6/30/2019	6/30/2020	6/30/2021
Cash Reserves									
Change in cash	0	3,323,200	1,692,650	-2,827,668	-621,880	-19,700	18,854	-774	-9,431
Cat 86 Reserves	0	3,323,200	5,015,850	2,188,182	1,566,301	1,546,601	1,565,455	1,564,681	1,555,251
Days of Reserve		60	109	44	30	30	30	30	30
Total Costs									
Fixed Costs	40,392,883	14,684,096	4,901,993	4,621,838	4,651,260	4,681,270	4,711,881	4,743,103	4,774,950
Variable (IT) Costs	0	5,280,900	11,649,300	13,328,400	13,989,600	13,998,600	13,972,500	14,007,000	14,076,000
Total Costs	40,392,883	19,964,996	16,551,293	17,950,238	18,640,860	18,679,870	18,684,381	18,750,103	18,850,950
As a percent of Total									
Fixed Costs	100.0%	73.5%	29.6%	25.7%	25.0%	25.1%	25.2%	25.3%	25.3%
Variable (IT) Costs	0.0%	26.5%	70.4%	74.3%	75.0%	74.9%	74.8%	74.7%	74.7%
Total Costs	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
PMPM									
Fixed Costs		\$16.88	\$2.49	\$2.01	\$1.93	\$1.93	\$1.94	\$1.95	\$1.95
Variable (IT) Costs		\$6.07	\$5.92	\$5.80	\$5.80	\$5.78	\$5.75	\$5.75	\$5.75
Total Costs		\$22.95	\$8.41	\$7.81	\$7.73	\$7.71	\$7.69	\$7.70	\$7.70
PMPM									
Funding From Non-QHP Sources		\$22.57	\$4.33	\$0.34	\$0.34	\$0.34	\$0.34	\$0.34	\$0.34
QHP Rates - No Increase in Cash		\$0.38	\$4.08	\$7.47	\$7.39	\$7.37	\$7.35	\$7.36	\$7.36
Total Costs		\$22.95	\$8.41	\$7.81	\$7.73	\$7.71	\$7.69	\$7.70	\$7.70
QHP Rates to Build Reserve		\$4.20	\$5.52	\$6.90	\$7.36	\$7.36	\$7.36	\$7.36	\$7.36

BUDGET WITH LOWER EXCHANGE ELIGIBILITY THRESHOLD AT 138% FPL

CALENDAR YEAR BUDGET THROUGH 2021

Exchange Budget by Calendar Year, 138% FPL, Carriers do Individual Billing

Calendar Year		2013	2014	2015	2016	2017	2018	2019	2020	2021
Calendar Year Ending		12/31/2013	12/31/2014	12/31/2015	12/31/2016	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021
Average Annual Enrollment			119,000	152,000	169,000	172,000	173,000	174,000	175,000	177,000
<u>Revenue</u>										
Cat 00	Federal Grants	29,099,233	13,892,629	0	0	0	0	0	0	0
Cat 00	State General Fund	0	0	0	0	0	0	0	0	0
Cat 00	Medicaid/CHIP Cost Allocation	688,320	443,158	538,720	597,880	608,320	606,610	610,060	613,510	620,410
Cat 00	Fees on Dental Plans	0	42,840	54,720	60,840	61,920	62,280	62,640	63,000	63,720
Cat 00	Fees on Vision Plans	0	7,140	9,120	10,140	10,320	10,380	10,440	10,500	10,620
Cat 00	Advertising Revenue	6,250	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Cat 00	Fees on QHPs	0	5,997,600	11,108,160	14,763,840	15,830,880	15,922,920	16,014,960	16,107,000	16,291,080
Total Revenue		29,793,803	20,408,367	11,735,720	15,457,700	16,536,440	16,627,190	16,723,100	16,819,010	17,010,830

Exchange Budget by Calendar Year, 138% FPL, Carriers do Individual Billing

Calendar Year		2013	2014	2015	2016	2017	2018	2019	2020	2021
Calendar Year Ending		12/31/2013	12/31/2014	12/31/2015	12/31/2016	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021
Expenditures										
Cat 01	Salaries	1,120,862	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750
Cat 02	Out of State Travel	46,516	14,992	14,992	14,992	14,992	14,992	14,992	14,992	14,992
Cat 03	In State Travel	68,892	28,114	21,197	21,197	21,197	21,197	21,197	21,197	21,197
Cat 04	Operating	171,583	183,935	145,810	145,810	145,810	145,810	145,810	145,810	145,810
Cat 05	Equipment	24,750	0	500	1,000	1,000	1,000	1,000	1,000	1,000
Cat 26	Information Technology	57,267	17,836	17,836	17,836	17,836	17,836	17,836	17,836	17,836
Cat 30	Training	13,464	13,464	13,464	13,464	13,464	13,464	13,464	13,464	13,464
Cat 50	Exchange Contract Services									
	BOS	13,612,098	8,667,960	10,579,200	11,762,400	11,971,200	11,937,000	12,006,000	12,075,000	12,213,000
	Marketing/Advertising	3,700,000	2,000,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000
	IHBN	150,000	0	0	0	0	0	0	0	0
	Outreach specialists	75,000	125,000	0	0	0	0	0	0	0
	External Financial Auditing of Exchange	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
	Actuarial	200,000	200,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
	MITA Assessment Vendor	400,000	0	0	0	0	0	0	0	0
	Walk-in centers/Kiosks (TBD)	20,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
	Appeals Processing	0	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
	Disaster Recovery	480,000	0	0	0	0	0	0	0	0
	Training Vendor	200,000	0	0	0	0	0	0	0	0
	<u>Other Professional Consulting Services</u>	<u>550,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>
	Total	19,417,098	11,362,960	11,849,200	13,032,400	13,241,200	13,207,000	13,276,000	13,345,000	13,483,000
Cat 55	Navigators	285,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000
Cat 73	Transfer to Attorney General	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400
Cat 74	Transfer to GovCHA	573,841	0	0	0	0	0	0	0	0
Cat 75	Transfer to DWSS	8,208,581	1,428,036	1,456,595	1,485,728	1,515,442	1,545,751	1,576,666	1,608,199	1,640,363
Cat 87	Purchasing Assessment	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300
Cat 88	Statewide Cost Allocation	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
	Total Expenditures	30,072,553	14,715,787	15,186,044	16,398,877	16,637,391	16,633,500	16,733,415	16,833,948	17,004,112

Exchange Budget by Calendar Year, 138% FPL, Carriers do Individual Billing

Calendar Year		2013	2014	2015	2016	2017	2018	2019	2020	2021
Calendar Year Ending		12/31/2013	12/31/2014	12/31/2015	12/31/2016	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021
<u>Cash Reserves</u>										
	Change in cash	-278,750	5,692,580	-3,450,324	-941,177	-100,951	-6,310	-10,315	-14,939	6,717
Cat 86	Reserves	-278,750	5,413,830	1,963,506	1,022,329	921,377	915,067	904,752	889,813	896,531
	Days of Reserve		132	47	22	20	20	19	19	19
Total Costs										
	Fixed Costs	30,072,553	6,047,827	4,606,844	4,636,477	4,666,191	4,696,500	4,727,415	4,758,948	4,791,112
	Variable (IT) Costs	0	8,667,960	10,579,200	11,762,400	11,971,200	11,937,000	12,006,000	12,075,000	12,213,000
	Total Costs	30,072,553	14,715,787	15,186,044	16,398,877	16,637,391	16,633,500	16,733,415	16,833,948	17,004,112
As a percent of Total										
	Fixed Costs	100.0%	41.1%	30.3%	28.3%	28.0%	28.2%	28.3%	28.3%	28.2%
	Variable (IT) Costs	0.0%	58.9%	69.7%	71.7%	72.0%	71.8%	71.7%	71.7%	71.8%
	Total Costs	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
PMPM										
	Fixed Costs		\$4.24	\$2.53	\$2.29	\$2.26	\$2.26	\$2.26	\$2.27	\$2.26
	Variable (IT) Costs		\$6.07	\$5.80	\$5.80	\$5.80	\$5.75	\$5.75	\$5.75	\$5.75
	Total Costs		\$10.31	\$8.33	\$8.09	\$8.06	\$8.01	\$8.01	\$8.02	\$8.01
PMPM										
	Funding From Non-QHP Sources		\$10.09	\$0.34	\$0.34	\$0.34	\$0.34	\$0.34	\$0.34	\$0.34
	QHP Rates - No Increase in Cash		\$0.21	\$7.98	\$7.74	\$7.72	\$7.67	\$7.67	\$7.68	\$7.67
	Total Costs		\$10.31	\$8.33	\$8.09	\$8.06	\$8.01	\$8.01	\$8.02	\$8.01
	QHP Rates to Build Reserve		\$4.20	\$6.09	\$7.28	\$7.67	\$7.67	\$7.67	\$7.67	\$7.67

FISCAL YEAR BUDGET THROUGH 2021

Exchange Budget by State Fiscal Year, 138% FPL, Carriers do Individual Billing

State Fiscal Year		2013	2014	2015	2016	2017	2018	2019	2020	2021
State Fiscal Year Ending		6/30/2013	6/30/2014	6/30/2015	6/30/2016	6/30/2017	6/30/2018	6/30/2019	6/30/2020	6/30/2021
Average Annual Enrollment			59,500	135,500	160,500	170,500	172,500	173,500	174,500	176,000
<u>Revenue</u>										
Cat 00	Federal Grants	39,479,739	18,184,749	6,943,304	0	0	0	0	0	0
Cat 00	State General Fund	0	0	0	0	0	0	0	0	0
Cat 00	Medicaid/CHIP Cost Allocation	913,144	453,327	490,939	568,300	603,100	607,465	608,335	611,785	616,960
Cat 00	Fees on Dental Plans	0	21,420	48,780	57,780	61,380	62,100	62,460	62,820	63,360
Cat 00	Fees on Vision Plans	0	3,570	8,130	9,630	10,230	10,350	10,410	10,470	10,560
Cat 00	Advertising Revenue	0	18,750	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Cat 00	Fees on QHPs	0	2,998,800	8,552,880	12,936,000	15,297,360	15,876,900	15,968,940	16,060,980	16,199,040
Total Revenue		40,392,883	21,680,616	16,069,033	13,596,710	15,997,070	16,581,815	16,675,145	16,771,055	16,914,920

Exchange Budget by State Fiscal Year, 138% FPL, Carriers do Individual Billing

State Fiscal Year		2013	2014	2015	2016	2017	2018	2019	2020	2021
State Fiscal Year Ending		6/30/2013	6/30/2014	6/30/2015	6/30/2016	6/30/2017	6/30/2018	6/30/2019	6/30/2020	6/30/2021
<u>Expenditures</u>										
Cat 01	Salaries	1,039,974	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750	1,201,750
Cat 02	Out of State Travel	40,560	33,732	14,992	14,992	14,992	14,992	14,992	14,992	14,992
Cat 03	In State Travel	95,836	35,031	21,197	21,197	21,197	21,197	21,197	21,197	21,197
Cat 04	Operating	121,106	222,060	145,810	145,810	145,810	145,810	145,810	145,810	145,810
Cat 05	Equipment	49,500	0	0	1,000	1,000	1,000	1,000	1,000	1,000
Cat 26	Information Technology	96,698	17,836	17,836	17,836	17,836	17,836	17,836	17,836	17,836
Cat 30	Training	13,464	13,464	13,464	13,464	13,464	13,464	13,464	13,464	13,464
Cat 50	Exchange Contract Services									
	BOS	18,149,464	8,871,346	9,623,580	11,170,800	11,866,800	11,954,100	11,971,500	12,040,500	12,144,000
	Marketing/Advertising	1,400,000	3,600,000	1,000,000	800,000	800,000	800,000	800,000	800,000	800,000
	IHBN	150,000	50,000	0	0	0	0	0	0	0
	Outreach specialists	0	140,000	60,000	0	0	0	0	0	0
	External Financial Auditing of Exchange	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
	Actuarial	200,000	200,000	150,000	100,000	100,000	100,000	100,000	100,000	100,000
	MITA Assessment Vendor	700,000	0	0	0	0	0	0	0	0
	Walk-in centers/Kiosks (TBD)	0	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
	Appeals Processing	0	50,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
	Disaster Recovery	260,000	240,000	0	0	0	0	0	0	0
	Training Vendor	50,000	150,000	0	0	0	0	0	0	0
	<u>Other Professional Consulting Services</u>	<u>875,000</u>	<u>275,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>
	Total	21,814,464	13,646,346	11,203,580	12,440,800	13,136,800	13,224,100	13,241,500	13,310,500	13,414,000
Cat 55	Navigators	0	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000
Cat 73	Transfer to Attorney General	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400
Cat 74	Transfer to GovCHA	318,971	343,406	0	0	0	0	0	0	0
Cat 75	Transfer to DWSS	16,717,610	3,039,752	1,442,244	1,471,089	1,500,511	1,530,521	1,561,132	1,592,354	1,624,201
Cat 87	Purchasing Assessment	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300
Cat 88	Statewide Cost Allocation	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
	Total Expenditures	40,392,883	19,018,076	14,525,573	15,792,638	16,518,060	16,635,370	16,683,381	16,783,603	16,918,950

Exchange Budget by State Fiscal Year, 138% FPL, Carriers do Individual Billing

State Fiscal Year	2013	2014	2015	2016	2017	2018	2019	2020	2021
State Fiscal Year Ending	6/30/2013	6/30/2014	6/30/2015	6/30/2016	6/30/2017	6/30/2018	6/30/2019	6/30/2020	6/30/2021
Cash Reserves									
Change in cash	0	2,662,540	1,543,460	-2,195,928	-520,990	-53,555	-8,236	-12,549	-4,031
Cat 86 Reserves	0	2,662,540	4,206,000	2,010,072	1,489,081	1,435,526	1,427,290	1,414,741	1,410,711
Days of Reserve		50	104	46	32	31	31	30	30
Total Costs									
Fixed Costs	40,392,883	14,684,096	4,901,993	4,621,838	4,651,260	4,681,270	4,711,881	4,743,103	4,774,950
Variable (IT) Costs	0	4,333,980	9,623,580	11,170,800	11,866,800	11,954,100	11,971,500	12,040,500	12,144,000
Total Costs	40,392,883	19,018,076	14,525,573	15,792,638	16,518,060	16,635,370	16,683,381	16,783,603	16,918,950
As a percent of Total									
Fixed Costs	100.0%	77.2%	33.7%	29.3%	28.2%	28.1%	28.2%	28.3%	28.2%
Variable (IT) Costs	0.0%	22.8%	66.3%	70.7%	71.8%	71.9%	71.8%	71.7%	71.8%
Total Costs	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
PMPM									
Fixed Costs		\$20.57	\$3.01	\$2.40	\$2.27	\$2.26	\$2.26	\$2.27	\$2.26
Variable (IT) Costs		\$6.07	\$5.92	\$5.80	\$5.80	\$5.77	\$5.75	\$5.75	\$5.75
Total Costs		\$26.64	\$8.93	\$8.20	\$8.07	\$8.04	\$8.01	\$8.02	\$8.01
PMPM									
Funding From Non-QHP Sources		\$26.17	\$4.62	\$0.34	\$0.34	\$0.34	\$0.34	\$0.34	\$0.34
QHP Rates - No Increase in Cash		\$0.47	\$4.31	\$7.86	\$7.73	\$7.70	\$7.67	\$7.68	\$7.67
Total Costs		\$26.64	\$8.93	\$8.20	\$8.07	\$8.04	\$8.01	\$8.02	\$8.01
QHP Rates to Build Reserve		\$4.20	\$6.09	\$7.28	\$7.67	\$7.67	\$7.67	\$7.67	\$7.67